

# Where It's @ Loudoun News from the Frontier of Innovation

Loudoun County Department of Economic Development

## 2001 Growth Summary Now Online at [www.loudoun.gov](http://www.loudoun.gov)

The Loudoun County Department of Economic Development **2001 Growth Summary** is now available online in the "Quick Links" list at the top of department's website, [www.loudoun.gov/business](http://www.loudoun.gov/business), and in the "Headlines" section of the main county website, [www.loudoun.gov](http://www.loudoun.gov).

### Department's New Prospect Activity—May:

- ? Responded to 93 requests for general information
- ? Sent out 150 marketing packages
- ? Delivered 8 proposals and presentations
- ? Conducted 4 tours
- ? Worked with 11 new and 33 on-going prospects
- ? Distributed 1,365 Farm Tour brochures

The annual report was compiled by Cindy Richmond, DED's deputy director for policy and research, along with the department's new regional economist, Sean LaCroix, and Policy and Research Coordinator Chip Umbaugh. The team used the latest statistics from county departments, the Metropolitan Washington Council of Governments (MWCOC), the U.S. Census Bureau, the Virginia Employment Commission, and other organizations to create the document. The report contains forty tables and maps that provide detailed residential and business-related information, including payroll and income, occupational profile, and employment figures, and resident age, race, and population statistics. The report also includes a variety of charts detailing residential and nonresidential construction and square footage, a listing of the county's major employers, and comparisons of Loudoun County with other regional counties with regards to income, labor force size, and at-place employment by major industry classification.

While the report is currently available only in electronic format, printed copies will be available in the coming weeks from the Department of Economic Development. Copies will be sold for \$12 by mail and for \$10 by purchasing the copy at the department's front counter.

## Loudoun's Main Street Program Receives Official Kick-Off

The **Main Street Loudoun Program** held its kick-off event with a block party Friday, May 31 at the train station in historic Purcellville. More than 100 people, including local officials, Main Street Program volunteers, and many newly-involved citizens attended the event.

The staff and volunteers of the Main Street Loudoun Program are working to build relationships among the county government and the towns, neighborhoods, and villages that make Loudoun County unique.

Under the direction of the Loudoun County Department of Economic Development, the county will provide the towns and other communities with tools, resources and technical assistance. All seven town councils in the county have endorsed the concept of Main Street Loudoun, which will be officially implemented on July 1, 2002.

Main Street Loudoun is one of only three such programs in the country. The other two communities with Main Street Programs are Hamilton County, Iowa and Oakland County, Michigan.

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## Announcements and Expansions

### New & Existing Business



? Loudoun's **Chrysalis Vineyards** took top honors at the San Diego Wine Competition April 27 and 28. The winery first beat twelve medal-winning California finalists to receive Best of Class accolades with its 2001 Viognier, and then proceeded on to win **Best in Competition** for the overall white wine category with the same vintage. The awards were fitting for Chrysalis, whose stated mission is in part to "... restore Virginia wines to national renown..." All other Best in Competition winners, for red, rose, sparkling and dessert wines, were from California wineries.

? **Culligan Water Systems** ([www.culligan.com](http://www.culligan.com)) has recently moved from Vienna to just over 16,000 square feet of space at ProLogis Park in Dulles. The company employs 27, and serves the Northern Virginia, Richmond, and Fredericksburg areas. Culligan Water offers whole house water treatment systems, countertop and faucet fil-

ters, and home delivery of bottled water. Culligan can provide businesses with commercial grade water softeners and filters, reverse osmosis systems, deionizers, and dealkalizers to remove corrosive materials and purify existing water systems.

? **Security Moving and Storage** ([www.sscw.com](http://www.sscw.com)) held the grand opening of their new 130,000 square foot facility in May. Loudoun County Board Chairman Scott York attended the opening of the \$16 million facility, which is the first fully automated fire safe storage operation in North America. Founded in 1890, Security Storage is one of the oldest moving and storage companies in the United States, and the company has locations throughout the Washington, D.C. area. The new Dulles location currently has approximately twelve employees establishing the operation, but the company expects to hire many additional employees in the coming weeks.

*Culligan*

### Existing Business



The Greenway is the only 65-mile per hour roadway in the county.

**TRIP II (Toll Road Investors Partnership)**, the corporate owners of the Dulles Greenway, moved to a new 6,620 square foot office on Catalina Court in April. At the same time, the Dulles Greenway group is anticipating a milestone: the first day since the road's opening in 1985 that 60,000 vehicles will use the Greenway. Traffic on the road is currently exceeding 59,000 vehicles per day and the group expect to hit the 60,000 mark soon. The Greenway is a privately owned, 14-mile toll road that connects Washington Dulles International Airport with Leesburg, Virginia. The Greenway is the first new private toll road in Virginia since 1816, and was developed beginning in 1988 when Virginia's General Assembly authorized the private development of toll roads. Autostrade International of Virginia O&M, Inc.

([www.autostradeint.com](http://www.autostradeint.com)), a subsidiary of Italy's Autostrade International, maintains and operates the Dulles Greenway.

## Noteworthy

Bob Buchanan of real estate development firm Buchanan Partners, LLC hosted a speaker series event for businesses at the firm's new building at **Dulles Trade Center I** in May. Kerry Skeen of Atlantic Coast Airlines, Dave Parker of commercial real estate firm Cassidy and Pinkard, and Leo Schefer of the Washington Airports Task Force spoke at the event. DED's Larry Rosenstrauch and Robyn Bailey attended.



The Economic Development Commission's appointed **Zoning Ordinance Revision Committee** (ZORC) submitted referral comments to the Loudoun County Zoning Administrator in May. The comments addressed the proposed zoning ordinance changes in suburban, rural, and town areas that will occur as a result of the Revised General Plan. ZORC members included Dave Parker, Ted Lewis, Bob Gordon, George Barton, Lou Canonico, Brian Cullen, and Randy Minchew, with additional participation from Jeff Browning, Cheryl Kilday, and Keith Troxell. Robyn Bailey provided staff assistance for the referrals.



The EDC Education and Workforce Committee is accepting applications now through June 28 for its first annual **Education Leadership Award**. The award will be presented in October to an individual or group demonstrating leadership & achievement in higher education, workforce development, continuing & adult education, or public school administration. For more details contact DED's Pam Treadwell at [ptreadwell@loudoun.gov](mailto:ptreadwell@loudoun.gov).

The Loudoun County **Economic Development Commission (EDC)** serves as a business resource to the Board of Supervisors and provides oversight of the Department of Economic Development relative to the work program and budget.

DED co-sponsored the **Washington Techway Techfast** at America Online in Ashburn April 22. The networking event included close to 200 attendees, who each received a copy of the department's new marketing brochure. DED also distributed Loudoun County-related prizes at the event.

**The Virginia Chamber of Commerce** hosted a reception in Richmond on May 8 to present 50 small Virginia companies the **Fantastic 50 Award** honoring the state's fastest-growing businesses. Twenty-five of these 50 companies are located in Northern Virginia, including seven of the top ten.



Six of this year's Fantastic 50 Award winners are from Loudoun: The Cube Corporation, a facilities management services contractor, ranked third in the state; NLX Corporation, a technology-oriented systems integration company, ranked fourth; and Technica Corporation, which specializes in leading-edge voice and data networks and information systems integration, ranked seventh. TUCON Construction, which is based in Dulles, received the Fantastic 50 Award for the second year in a row, and this year ranked twelve in the state. Cigital Inc., which specializes in software risk management, ranked 32nd, and Southland Concrete, Inc., which provides concrete subcontracting services for commercial projects in the Metropolitan Washington, DC region, ranked 41st.

The names of 50 of the fastest growing companies in Virginia were unveiled at the seventh annual Fantastic Fifty Awards Banquet held May 8 at the Richmond Marriott.

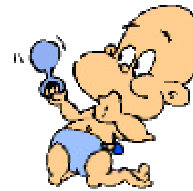
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## Department News

Communications and Special Projects Coordinator **Sandy Denham delivered a healthy 8 pound, 8 ounce baby boy** May 11. Sandy, husband Walter, and son Sean Barclay are all doing well. Our congratulations to the Denhams!



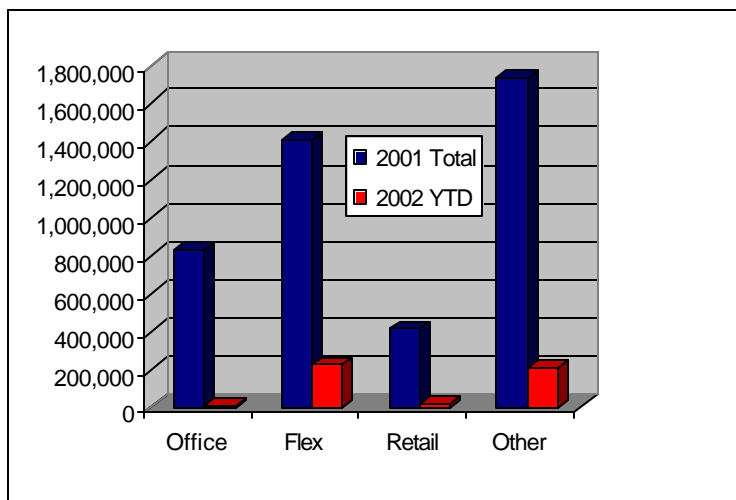
DED Business Ambassador Pam Treadwell has been appointed to a four-year term as the Economic Development representative to the **Northern Virginia Workforce Investment Board**. The board is a team of public and private sector volunteers working to attract new businesses to the area, as well as provide training for job-seekers, match skilled employees with business, and provide career exploration opportunities for youth.

Robyn Bailey and Warren Howell provided county information in the **Discover Loudoun Tour** May 7th. The bus tour was part of the Public Information Department's Leadership Loudoun Program, which is designed to take a core group of Loudoun citizens, train them to explore current challenges facing the county, and learn how to become agents of change. Upon completion of the program, participants serve on boards and committees throughout Loudoun County.

## Construction Activity

In April 2002, Loudoun County permitted 30,834 square feet of nonresidential construction. The April value of new buildings (\$4,162,641) and alterations (\$2,348,103) is over \$6.4 million.

- ? Office — 0 SF in April and 0 SF in March
- ? Flex/Industrial — 0 SF in April and 219,790 SF in March
- ? Retail — 0 SF in April and 6,383 SF in March
- ? Other — 30,834 in April and 102,537 in March
- ? Taxable — 30,834 in April and 308,980 in March
- ? Route 28 — 0 SF in April and 222,982 in March



Nonresidential Construction — Square Feet Permitted  
2001 Total and January-April 2002